

Message Text

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SUBJECT: CHECKLIST FOR AMERICAN BUSINESS VISITORS

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1. WE HAVE REVIEWED PART I OF THE CHECKLIST FOR AMERICAN BUSINESS VISITORS AND FIND THAT IT PROVIDES A GOOD GENERAL BACKGROUND FOR BUSINESSMEN PLANNING TO COME TO JORDAN. THE FOLLOWING IS A SUGGESTED TEXT FOR PART II ON JORDAN'S TRADE POLICY:

JORDAN'S TRADE POLICY IS LIBERAL, MOST DUTIES ARE AD VALOREM AND THERE ARE NO QUOTAS. THE ONLY IMPORTANT PREFERENCES ARE THE REDUCED DUTIES ON IMPORTS FROM OTHER MEMBERS OF THE ARAB COMMON MARKET (EGYPT, SYRIA, IRAQ, SUDAN AND KUWAIT). TO ENCOURAGE USE OF JORDAN'S ONLY PORT, AQABA, IMPORTS COMING VIA THE PORTS OF BEIRUT OR LATAKIA, SYRIA, WITH A FEW EXCEPTIONS, ARE SUBJECT TO AN ADDITIONAL 20 PERCENT DUTY. RECENT LEGISLATION REQUIRES THAT MOST FOREIGN FIRMS SELLING IN JORDAN HAVE A LOCAL AGENT AND AGENCY AGREEMENTS MUST NOW BE REGISTERED WITH THE MINISTRY OF NATIONAL ECONOMY.

THE U.S. HAS BEEN JORDAN'S MAJOR SUPPLIER IN MOST RECENT YEARS, ACCOUNTING FOR OVER 10 PERCENT OF THE COUNTRY'S MERCHANDISE IMPORTS. OTHER IMPORTANT SUPPLIERS INCLUDE THE UK, WEST GERMANY, LEBANON, JAPAN AND SYRIA. JORDAN IS NOT AN OIL PRODUCER AND IMPORTS CRUDE FROM SAUDI ARABIA. THE COUNTRY'S EXPORTS GO MAINLY TO SYRIA, UNCLASSIFIED

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SAUDI ARABIA, LEBANON AND INDIA.

PICKERING

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